



## SWD URETHANE

POSITION TITLE: Business Development / Architectural Product Rep – Roofing

LOCATION: SWD Mesa Urethane 540 S Drew ST Mesa AZ

TRAVEL REQUIRED: 50%

### SUMMARY DESCRIPTION

Business Development / Architectural Rep must have the desire to build awareness of the SWD Urethane roofing portfolio of products and brand to your established network of industry decision makers. The emphasis will be to establish communication with a diverse audience and ensure that SWD Urethane roofing products are specified, bid and ultimately secured by one of our contractor partners. This role will require an individual that is an excellent communicator, technical, motivated, detail orientated and able to self-manage and prioritize activities to achieve results.

### ESSENTIAL DUTIES AND RESPONSIBILITIES

- Represent the complete portfolio of SWD Urethane roofing product lines in AZ with future consideration for additional SW States
- Contact, develop and support medium and large developers, General Contractors, architectural and engineering firms to promote the SWD Urethane roofing product portfolio and brand.
- Work with architects, specification writers, property developers and owners to ensure that the SWD portfolio of roofing products is specified.
- Deliver presentations, provide technical support and solutions to a diverse group of customers through the entire process from design phase to project bid.
- Work with our contractor partners and provide assistance during the bidding phase.
- Responsible for providing sales forecasting, budgeting and tracking progress.
- Attend industry association functions, conferences and participate in tradeshows. Provide feedback on market trends.
- Full implementation & utilization of the company CRM tools.
- Work closely with the Business Unit Manager to develop the region and be responsible for preparing and maintaining all documents and reports required.
- Any other requests necessary to support the business and team.



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### KNOWLEDGE, SKILLS AND ABILITIES

- Detailed technical knowledge of the commercial roofing and coatings business.
- You must possess a strong and current network of key decision makers within the architectural, property development and CG communities.
- Strong presentation skills with the ability to communicate, collaborate and influence at all levels with a diverse range of internal and external customers.
- Ability to learn and adapt quickly to changes in the roofing product portfolio and market conditions.
- Proficient with Microsoft Office and previous experience working within a CRM.
- Previous experience utilizing lead generation and project databases.
- Must be able to read and interpret architectural drawings, specifications and bid documents.
- Knowledge and ability to prepare product submittal documentation to architects and key industry partners.
- Knowledge and ability to prepare and deliver technical presentations.
- Bilingual speaker (Spanish) would be advantageous, with excellent communication skills in both languages.
- Be willing and able to travel throughout the assigned territory as required.

### EDUCATION AND EXPERIENCE REQUIREMENT

- Undergraduate Degree in with emphasis on architectural engineering or construction technology or equivalent work experience.
- Experience in the commercial roofing business of 5 years, with specific emphasis on spray foam roofing insulation and coatings.

### PHYSICAL DEMANDS

- Physically fit for travelling and able to access roofs for inspections and assessments.

If you are interested in joining a dynamic company with a culture that demands excellence and ethics, and has provided fist class spray foam and coating products for over 40 years, please send your resume to: [scott.ruffett@swdurethane.com](mailto:scott.ruffett@swdurethane.com)